

EXHIBIT 16

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Scott Moskowitz

Entrepreneur with moxie

Miami/Fort Lauderdale Area | Computer Software



Current Blue Spike, Inc., Wistaria Trading, Inc.
Previous Sony Corporation, Tokyo, Japan
Education University of Pennsylvania

Send InMail

354 connections

www.linkedin.com/in/smoskowitz

Contact Info

BACKGROUND

SUMMARY

A hi-tech Executive fluent in Japanese and experienced in new business creation, sales/marketing, strategic planning, start-ups, import/export and people management and development. Operationally skilled, creative, technically savvy, team oriented senior manager who delivers form and substance (and maybe a few run-on sentences).

Specialties: An open mind.

Intellectual property (particularly, patents & copyrights), new business development & execution, mechanics of standards-setting bodies & licensing efforts, Japanese market & distribution channel strategy, identity & recognition management, hard equity & mortgage lending practice.

EXPERIENCE

Founder & CEO

Blue Spike, Inc.

November 1997 – Present (15 years 5 months)

The idea for Blue Spike came about while still an undergraduate following his experience at Sony Corporation in Japan. Mr. Moskowitz sought to better define a means for protecting digital media content such as music, video and images. He coined the term "digital watermark" as a means for securely creating "responsibility for digital copies," which led to the writing, filing and receipt of over 70 U.S. and International patents, with several dozen pending. Successfully produced a DoD/SBA "SBIR" submission based on software deployments and public sector communications. Mr. Moskowitz has been active in promoting intellectual property protection and has been an invited speaker at "RSA", "ANSI", "CFP", "ACSAC", "DDMI", Museum of Modern Art ("MOMA"), U.S. Library of Congress, and other forums worldwide. Mr. Moskowitz penned the Introduction to the groundbreaking resource on digital rights management ("DRM"): Multimedia Security Technologies for Digital Rights Management.

5 recommendations, including:



Cyrus Shaoul

Post-Doctoral Fellow at Universität Tübi...

View



ERIC ALEXANDRAKIS

Composer/Musician at Minoan Music [m...

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[3 more recommendations](#)

Founder & CEO

Wistaria Trading, Inc.

September 1991 – Present (21 years 7 months)

Sales & marketing consultancy and agent for US and European exports to Japan. Exemplary projects: developer of the "hearts on fire" diamond brand (yes, that "hearts on fire" campaign); agent for US

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PEOPLE ALSO VIEWED



Randall Garteiser

Partner at Garteiser Honea, P.C.



Brett Fasullo

Vice President of Sales at Falcon IP/Complete



Michael Gruber

Company Builder, Investor, and Board Member



Jared Goldstein

Student at University of Miami



Marc Cooperman, CFA

Managing Partner, Wildwood Holdings, LLC



Paul Sandelin

Pres. at P&L Marine Service Inc. Arneson Specialist



Durin Gleaves

Product Owner - Professional Audio Tools at Adobe Systems, Inc



Norman Hardy

Computer & Network Security Consultant and Contractor



Michalene Casey

Graphic Design Professional



Robert Liu

Entrepreneur in PRC

Account Type: Basic | Upgrade

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People

Advanced

Stateside: represented Japanese vendors in negotiations, management and maintenance of US-based partners. Specific market experience available on request.

Apprentice/Intern
Sony Corporation, Tokyo, Japan
June 1990 – August 1990 (3 months)

First undergraduate Intern for Sony Corporation in Japan. Formulated and designed a strategy to enter U.S. high-definition TV market. Created business plan for improving monitor device top & bottom line performance. Needless to say, these plans were the subject of intense scrutiny concerning internationalization and specific target market strategy.

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LANGUAGES

Japanese

PROJECTS

Jared Dylan - In Panic EP
2010 – Present

<http://www.youtube.com/watch?v=TVz2B8RTG1w&feature=plcp>

<http://www.youtube.com/watch?v=isvWY7iNHQ&feature=context-chv>

► 6 team members, including:

Scott Moskowitz
Entrepreneur with moxie

Jared Goldstein
Student at University of Miami

Jerry D. Goldstein
Goldstein Vespi, LLC

Anthony J. Resta

SKILLS & EXPERTISE

Most endorsed for...

9Start-ups

6Entrepreneurship

5New Business Development

2Digital Media

2Business Planning

2E-commerce

1Multimedia

1Licensing

1Product Development

1Strategic Planning

Scott also knows about...

Account Type: Basic | Upgrade

1

Eli Totz

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People



Advanced

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EDUCATION

University of Pennsylvania

Baccalavrei Artivm, Political Science, Oriental Studies - Japanese
1986 – 1991

University of Pennsylvania - The Wharton School

BSE/BA, Finance, Political Science & Japanese
1986 – 1991

Activities and Societies: [ZBT](#)

International Christian University

1989 – 1990

Obirin College, Machida, Japan

Japanese Business & Society Program
1988 – 1988

Activities and Societies: [Introduction to Japanese Society and homestay.](#)

ADDITIONAL INFO

Interests

[Space & time \(yours & mine\)](#) ... see my photographs on Flickr at > <http://www.flickr.com/photos/digitalshaman/> ... become a fan of "Terra the Blue Marble" on Facebook

Advice for Contacting Scott

e-mail is best with some specifics of the reason for your inquiry.

HONORS & AWARDS

Series 7 & 63 (1987)
Mortgage Broker License (FL) (2006-2010)
Mortgage Brokerage Business License (FL) (2009-2010)

ORGANIZATIONS

[Senior Member - IEEE, ACM, SPIE](#)

RECOMMENDATIONS

Given (4)

Account Type: Basic | Upgrade

1

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People



Advanced

business development in general. Her international experience is a compliment to her solid analytics.

August 3, 2006, Scott was with another company when working with Lynn at Bertelsmann



Jarret Adams

Technology Writer

“ Jarret writes with an emphasis on balanced and persuasive arguments common to great communicators.

August 2, 2006, Scott was Jarret's client



Cyrus Shaoul

CEO

“ Having known Cyrus since our days in Japan, it is difficult to put in words the depth and breadth of creativity and effectiveness he exerts in every endeavor. Any project involving Cyrus will be immensely benefited by his input.

July 12, 2006, Scott was with another company when working with Cyrus at Tomigaia Inc



Brett Fasullo

Owner

“ A highly motivated and energetic team builder, creative project leader and all-around solid business development professional. I always enjoy working with Brett!

July 6, 2006, Scott was with another company when working with Brett at Surreal Records Multimedia

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